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# AMERICAN NURSERYMAN

CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Vol. XLII

AUGUST, 1925

No. 2

## Baby Ramblers at Storrs & Harrison's



This two-year field is bounded on the north by Lake Erie; on the east, south and west by a line-up of regular customers. The northeast corner is still open,—shall we stake your claim?

Altho we have chosen "Roses" for our pictorial August greeting, and take justified pride in this and other of our rose blocks, we don't want you to overlook the remaining 1150 acres which are working just as loyally for us,—and you,—along every line of produce handled by the complete nursery.

We have two or three good men on the road this summer. If they call on you, remember this picture and our other advertising which suggests what is back of them.

In production and service, we are getting "better and better"; quality has always been A-1.

1854—August, 1925

The Storrs & Harrison Co.

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ROCHESTER, N.Y.

American Fruits Publishing Co.

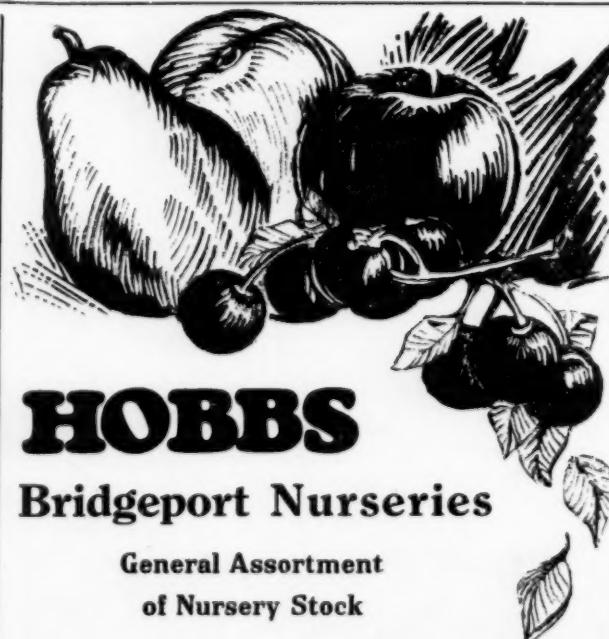
## For Season Of 1925

# **Pears, Cherries and Roses Are OUR LEADERS**

A Complete Variety List of  
FRUIT TREES  
ORNAMENTAL TREES  
SHRUBS  
PERENNIALS, EVERGREENS

W. & T. SMITH COMPANY

**Lowest Prices Consistent With Quality**



# **HOBBS**

Bridgeport Nurseries

## General Assortment of Nursery Stock

We will have in carload lots  
Apple, Peach, Cherry, Shrubs,  
Norway and Sugar Maple,  
2½ in and up.

C. M. Hobbs & Sons

***Largest Nursery in Indiana***

# BRIDGEPORT IN

1996-1997

1000 1000 1000

## The Preferred Stock

The J. & P. General Trade  
List will be ready for mailing  
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In the interval we shall be pleased to submit special quotations and make reservations for your Fall and Spring requirements.

With frequent rains during the entire growing season, all our blocks are making up fine.

**Jackson & Perkins Company**  
*Wholesale Only*  
Newark, New York.

# CHERRY TREES! CHERRY TREES!

## *The Best That Can Be Grown!*

We also offer for Spring and Fall  
A General Assortment of

**Standard and Dwarf Apple  
Standard and Dwarf Pear,  
Plum, Quince and Peach**

WILSON, T. - *On the History of the English Language*

## KELLY BROTHERS NURSERIES

Danville, N. Y.

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# American Nurseryman Directory of American Plant Propagators

**Listing Nursery Concerns Which Specialize in Production of Young Stock,  
Including That Which Has Heretofore Been Imported**

The American Plant Propagators' Association, Organized in 1918, Will Hold Its Eighth Annual Meeting in Louisville, Ky., June, 1926. William Flemer, Jr., Princeton, N. J., Secretary.

TWO-INCH BLOCKS ONLY ARE SOLD IN THIS DIRECTORY. EACH BLOCK \$5.00 PER MONTH UNDER YEARLY CONTRACT, INCLUDING PUBLICATION ALSO IN THE "AMERICAN NURSERY TRADE BULLETIN"

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### FOR LINING OUT

Complete assortment of Evergreens including Firs, Junipers, Spruces, Pines, Yews, Arbor Vitae, Cedrus, Taxus, Mitas, etc. Also deciduous ornamental trees and shrubs in wide variety. Your patronage is appreciated.

Write for Wholesale Trade List

**The D. HILL NURSERY Co., Inc.**

Evergreen Specialists  
Largest Growers in America  
Box 402 Dundee, Ill.



### Specialties

**ROSES—Rosa Hugonis**

### SHRUBS

BOX BARBERRY  
VIBURNUM PLICATUM  
SPIREA—ANTHONY WATERER  
WEIGELA—EVA RATHKE

Write for Quotations

**The Conard-Pyle Co.**

Robert Pyle, Pres. West Grove, Pa.

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to secure your Lining Out Stock. We have good stands, a large assortment Seasonable weather and everything is on the jump. Send your *want lists* as soon as possible. Selling close on some items already

Have especially nice stocks of Nuts, Oaks, Oriental Plane; Climbing Roses, Wistaria, Weigela; Grapes Vines, etc., etc.

Wholesale Only.

**Atlantic Nursery Co., Inc.**  
BERLIN MARYLAND

## EVERGREENS

Seedlings—Transplants—Cuttings  
grown under glass

### MILLIONS OF THEM

Also a list of Apple, Shade Trees, Hedgeplants, Shrubs, Vines, and Peony

Send for our latest wholesale list.

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Charles City, Iowa.

**THIS SPACE**  
**\$5.00 Per Month**

Under Yearly Term  
Including publication also in the  
"American Nursery Trade Bulletin"

Thus Covering the Trade

Established 1866  
**Naperville Nurseries**

Growers of

**TREES, EVERGREENS  
SHRUBS, PERENNIALS, Etc.**

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Exclusively**

All vines 2-years old, graded strong and all from 1-year transplanted which should make extra nice vines. Now showing favorable growth.

Will have no 1-year vines to offer for Fall 1925 and Spring 1926.

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CHARLES M. PETERS, Proprietor.

## THIS SPACE

\$5.00 per Month, under Yearly Term  
Including publication in both

**AMERICAN NURSERYMAN**  
and  
**American Nur. Trade Bulletin**  
COVERING THE TRADE

## EVERGREENS

SEEDLINGS and TRANSPLANTS  
FOR LINING OUT

WRITE FOR OUR PRICE LIST

**THE NORTH-EASTERN FORESTRY CO.**

"WE GROW OUR OWN TREES."

CHESHIRE, - - - - - CONN.

**EVERGREENS  
& DECIDUOUS TREES  
SHRUBS & VINES**

WHOLESALE GROWERS for THE TRADE  
of Choicest  
Hardy New England Grown  
Nursery Stock

Write for Price List Send your Want List



Established 1868 Still Going Strong  
**Wholesale Growers of  
Ornamental  
NURSERY STOCK  
LINING OUT STOCK  
A Specialty**  
Send Us Your Want List

**Onarga Nursery Co.**  
ONARGA ILLINOIS

## American Hemlock

For Fall 1925 and Spring 1926 we will have a nice lot of once transplanted American Hemlock 4-6" and 6-8". Let us quote you our attractive prices.

List of Native Evergreens, Trees, Shrubs, Ferns, and Wild Flowers on request.

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"Grown in Vermont, it's Hardy"

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Growers of  
**EVERGREENS**

For Lining Out

Good Assortment of  
STANDARD SORTS

Price List on Request

Established 1871

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Nurseries at  
Colrain and Sudbury, Mass.

FOREST NURSERY STOCK  
CONTRACT FOREST PLANTING

Send for our catalogue

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BOSTON MASS.**

## THIS SPACE

**\$5.00 Per Month**

Under Yearly Term

Including publication also in the

"American Nursery Trade Bulletin"

Thus Covering the Trade



# HILL'S EVERGREENS

FOR LINING-OUT

It is time to look ahead now to next Fall and Spring. We are ready to quote for next season's delivery on the most complete lot of choice Evergreens we have ever grown. On account of the heavy demand and short supply in many varieties, it will pay you to get your orders in early.

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EVERGREEN SPECIALISTS - LARGEST GROWERS IN AMERICA

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### THE MONROE NURSERY

ESTABLISHED 1847

Offers a Fine Stock of  
**SPECIMEN EVERGREENS**  
Fruit and Ornamental  
TREES and SHRUBS

Will be pleased to quote on your list of wants.

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MONROE, MICHIGAN

Manufacturers of  
I. E. Ilgenfritz' Sons Co.'s Celebrated Gra't and Stock Planter and Firmer



OUR SPECIALTY  
OWN ROOT  
**R O S E S**  
Field Grown

**Howard Rose Company**  
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Experienced in every department: retail and wholesale, catalogue and agency; familiar with office management, correspondence, advertising and sales. Has compiled catalogues that brought the business and planned advertising that was unique and effective. An unbroken record of successful business-building. Widely acquainted in the trade and has held highest offices in trade organizations. Has been associated in an executive capacity with two of the largest firms in the industry. Now seeks a connection where sales need added effort.

Address: B-38,  
% "American Nurseryman," Rochester, N. Y.

### PRINCETON PRODUCTS

are  
The Standard of Excellence  
In  
**ORNAMENTALS**

Write for price list.

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Princeton, New Jersey

### American Grown Seedlings

We can supply your needs in Yakima Valley grown

Apple	French Pear
Mazzard	Japan Pear
Mahaleb	Ussuriensis
Myro	

This stock will be well graded, well rooted, thoroughly matured, and strictly first class.

Can also supply following:

Montmorency, 1-yr., 11-16 Eng. Morello, 1-yr., 11-16  
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Atrosanguinea	Kaido
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**Washington Nursery Co.**  
TOPPENISH, WASHINGTON  
(IN THE FAMOUS YAKIMA VALLEY)

Source of **RELIABLE** Nursery News

Is the Nursery Trade Journal

### EXCLUSIVELY FOR NURSERYMEN

Those who are content  
with a side issue  
Get side issue results

The only publication in America devoted to the Nursery Trade as a Main Issue is the

**AMERICAN NURSERYMAN**

# AMERICAN NURSERYMAN ---- August, 1925

**EDITORIAL DEPARTMENT**—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of individuals, etc. All photographs will be returned promptly.

**Advertising**—Advertising forms close on the 25th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the cariot operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

**SUBSCRIPTIONS**—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$2.00 a year; to Canada or abroad for \$2.50 a year. Single copies of current volume, 20c; of previous volumes, 25c.

RALPH T. OLcott  
Editor, Manager

AMERICAN FRUITS PUBLISHING COMPANY INC.

30 State Street,  
Rochester, N. Y.

**WHAT THIS MAGAZINE STANDS FOR**—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

**INDEPENDENT AND FEARLESS**—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammeled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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# Satisfaction

Is a wonderful thing, and the man who takes care of every customer in a satisfactory manner is a winner.

You can take care of your customers if you have a complete line.

*Let us know your wants.*



## C.R. Burr & Company, Inc.

MANCHESTER

CONNECTICUT

*General Nurserymen*

We do not sell at wholesale to retail buyers.

## Mount Arbor Nurseries

E. S. Welch, Pres.

SHENANDOAH, IOWA

### OUR SPECIALTY

A large assortment of TREES, SHRUBS, VINES, for the wholesale trade.

#### APPLE TREES

The most complete assortment in the United States.

#### CHERRY TREES

An exceptionally fine lot in both one and two-year trees. On Mahaleb and Mazzard.

#### FRUIT TREE STOCKS

French and American Grown.

#### ORNAMENTALS

A large assortment of TREES, SHRUBS, VINES, ROSES, PERENNIALS.

Always glad to receive your list of wants. Ask for trade bulletins.

**Fifty years in the wholesale nursery business have made the Mount Arbor Nurseries nationally known.**

## Best Tree Digger on Earth



*Write for Descriptive Circular and Prices*

**STARK BRO'S  
Nurseries & Orchards Co.  
LOUISIANA, MO.**

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### A DEPENDABLE TREE-DIGGER at a reasonable price

The Neosho Tree-Digger is giving satisfaction to many nurserymen, large and small. It is built to stand even such rough treatment as a machine is sometimes called upon to endure by unthinking workmen. Repairs seldom needed, but we have repair parts in stock at all times. Send for descriptive circular.

*"Yours for Growing Satisfaction"*

**NEOSHO NURSERIES**  
NEOSHO, MISSOURI

# American Nurseryman

The Chief Exponent of the American Nursery Trade  
National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

Vol. XLII

ROCHESTER, N. Y., AUGUST, 1925

No. 2

## BETTER SERVICE TO PLANTERS IS DEMANDED IN AMERICAN ASSOCIATION COMMITTEE REPORT

At Rochester, N. Y. Convention, June 25th

In considering the distribution of Nursery stock, every Nurseryman may well adopt the slogan of the Rotarians: "He profits most who serves best." If members of the American Association of Nurserymen will devote their major efforts to ways and means of rendering better service to the planters, we will have little to worry about in questionable plans of distribution employed by unscrupulous jobbers.

In reference to the department stores selling Nursery stock, the planter has to make only one purchase to realize that department stores employ clerks who know very little about the Nursery business; and furthermore, such stores are not in a position to properly handle Nursery products; therefore, we have very little to worry about in regard to department stores dealing in Nursery stock. If Nurserymen will give their customers the service so necessary to real success in the handling of trees, plants and shrubs, the competition of the department stores will be greatly eliminated.

The question of distribution, of course, is linked very closely with the production problem. If the production of our Nurseries is determined along sound economic lines which make for quality production, our distribution problems will be greatly simplified. When excessive plantings are made, not only is there an inferior product often resulting, but the practice is stimulated of selling out to unscrupulous jobbers who may misrepresent, demoralize the Nursery business and destroy that public confidence which we are all striving to deserve. If we will gauge the production of our Nurseries by our own requirements, which can usually be measured more or less accurately, we will eliminate uneconomic and unscrupulous distribution methods which are now recognized as a thorn in the side of the legitimate Nursery.

For the same reasons the practice of farming out seedlings to farmers who may think they are competent to raise them on shares should be frowned on by this association. So doing also tends to destroy quality standards we are all aiming to establish, in addition to flooding the market with stock that fly-by-night operators can secure and with which they can ply their trade, misrepresenting at will to the injury of reliable Nurseries.

This question of over-production spelling disaster was treated in a letter sent out to members on February 9, 1925. I will read this letter which some of you may remember having received.

To Members of the American Association of Nurserymen:

Did you ever feed the fire? Plan distribution before you plant. Do not make cuttings, grafts, etc., unless you have worked out some intelligent plan for marketing the resultant crop.

Did you ever stop and consider the fact

that Nursery stock is a liability until sold to some reliable party? Most agricultural products have a market value. Wheat, corn, etc., may sell below the cost of production; however, this class of agricultural products can always be converted into cash. This does not apply to the agricultural produce called "Nursery Stock." Conservative bankers do not lend money on growing Nursery stock unsold. Why? The crop may be consumed by fire as illustrated above; therefore, your crop of Nursery stock may become a permanent liability.

Previous to the late war, some Nurserymen were able to continue to function even though they burned a considerable percentage of the stock they grew. Conditions have changed; overhead has increased by leaps and bounds. Nurserymen at the present time must be able to dispose of a large percentage of stock they grow at prices considerable with the present cost of production; otherwise they will be in a very uncomfortable position.

Retail purchasers are entitled to a fair price and they should not be asked to pay for the misjudgment and miscalculations of Nurserymen who attempt to propagate more stock than their customers demand. Over-production means the Nurserymen must charge the planter for the cost of producing stock which eventually lands on the bonfire, or assume the loss himself, which may not be very comfortable to carry. Therefore, consider distribution when you make your grafts, cuttings, etc.

With regard to the subjects here briefly referred to, your committee solicits and urges the close co-operation of every member of the association. Recognizing the truth of that maxim, "He profits most who serves best," let us reinforce public confidence in this wonderful vocation. Let us deserve that confidence by work well performed and by service faithfully rendered.

COMMITTEE ON DISTRIBUTION.  
By W. G. McKay, Chairman.

### Summer Planting Report of Committee at Rochester, N. Y., Convention of A. A. N., June 25th

This committee consisting of C. C. Mayhew, Sherman, Texas, Walter W. Hillenmeyer, Lexington, Ky., George C. Roeding, Fresno, Calif., and Paul C. Lindley, Pomona, N. C., was appointed to report on ideas for stimulating summer business by lengthening the planting season.

Mr. Mayhew in his advance report says: "We are in an extremely difficult section for summer planting. Nearly always we have extremely hot weather during August and September, with a shortage of water in most sections. Unless there is an abundance of water summer planting, of course, is not practical."

Mr. Hillenmeyer, who gave a most interesting talk at our last convention, reports he has nothing new to offer, continues to use a simple wire basket, that if we could get all Nurserymen to practice this method, soon would revolutionize the Nurserymen's planting problem. Real results and a source of revenue during the dull months can be obtained by using this simple and inexpensive method, or manner, of handling all varieties of plant material.

### New Connecticut Law

State Entomologist W. E. Britton directs attention to the provisions of the new Connecticut inspection law, referred to in these columns, which requires Nurserymen outside of that state to apply to his office for a permit if they desire to ship Nursery stock into the state. No bonus or fees are required, but Nurserymen must file a certificate of inspection with their application. A portion of the law reads as follows:

Sec. 2. All Nurserymen shall register with the state entomologist each year, on or before July first, and make application for inspection, and furnish such data on such blanks as the state entomologists shall prescribe and furnish. In case a Nurseryman shall fail to make such application on or before July first, he shall pay to the state entomologist the cost of such inspection. All firms, stores and individuals who shall sell but shall not grow Nursery stock, shall be classed as dealers, and shall, each year, on or before March first, register with the state entomologist, giving the chief sources of their Nursery stock and such data as he may require, on such forms as he may prescribe and furnish, and the state entomologist may issue a permit allowing such dealer to sell such Nursery stock. Each Nursery outside the state, before shipping Nursery stock into the state, shall file with the state entomologist a copy of a valid inspection certificate and the state entomologist may issue a permit allowing such Nursery to ship stock into the state. The state entomologist shall keep a record of all money received as costs for inspection, and such money shall be deposited with the state treasurer.

Sec. 3. The state entomologist shall issue to regular Nurseries certificates, valid until the first day of August following the date of issue and covering the stock inspected and such other stock as shall have been received under valid certificates of inspection; may issue temporary permits covering certain portions thereof, and permits to dealers. All such certificates and permits may be revoked for cause.

### As To Pruning Plums

Very little difference was noted in the behavior of heavily pruned plum trees and trees receiving much less pruning in tests conducted over a number of years with several standard varieties of plums on the grounds of the New York Agricultural Experiment Station at Geneva. In the opinion of the Station horticulturist most varieties of plums require but little pruning subsequent to the proper shaping of the trees after they are planted.

Seven acres of the Milton, Ore., Nurseries are devoted to peonies, some 50,000 of which were marketed this season in Washington, Idaho, Oregon, Montana and Utah.

## HORTICULTURAL TRENDS AS REVEALED BY NURSERY INSPECTION RECORDS—THE BAROMETER OF PROGRESS

By S. B. FRACKER, State Entomologist of Wisconsin

THE Nursery business is the foundation of all fruit-growing and landscape architecture. If we add to it the production of flower and vegetable seeds, we may say that it is the foundation of all branches of horticulture. Unless Nurseries produce and sell sound, healthy stock of profitable varieties, the orchard owner cannot plant them nor are they available for adorning the premises of home owners and the grounds of public buildings. The development of the Nursery business therefore, shows the stage which horticulture has reached at any given time and indicates the direction in which it is moving.

### NURSERYMAN A PIONEER

Nurseries hold an even more important place than this in their marketing of new varieties and the popularizing of those which have not come into general use. In this respect the Nursery owner is a pioneer with his eyes on the future, and his search for new trees and shrubs that will prove profitable and more attractive than anything the public has been using before.

The Nurseries of an individual state such as Wisconsin do not, of course, reveal the only source of Nursery stock available to Wisconsin growers. In fact, as this is known as one of the smaller Nursery states it is probable that the public purchases considerably more stock than all the Nurseries of the state produce each year.

Nevertheless, there is a good field for the producer of Nursery stock and as we shall see in a moment, the acreage in the state has been increasing from year to year. Many purchasers prefer plants grown as far north as possible in order to insure hardiness which will stand the climate.

The variety of plant products covered in Nursery inspection is surprisingly large. Probably to the average person the term "Nursery stock" means little more than apple and shade trees and the ordinary ornamental and small fruit shrubs. Two special lines of work usually not represented at horticultural meetings are the inspection of two different types of swamp lands. The first one to which I refer is the cranberry industry. New cranberry bogs are set out by using the cuttings of plants mowed from well-established bogs. Any cranberry producer who is planning to mow part of his acreage during the season is therefore likely to want to sell plants. Several owners specialize in this branch of the work, particularly when they are growing varieties of unusual merit or popularity. The number of applications for inspections of this kind has varied from none to fourteen during the past ten years. The total number of cranberry growers in the state being I believe, about ninety.

### WORK OF THE SPECIALIST

Another line of work of unusual interest is that which has been carried on by one young man in Winnebago county: Namely, the production of plants or seeds of wild rice and other swamp plants to attract game birds. The market for this material is among the members of hunting clubs, as well as private individuals who wish to improve the hunting on their own premises. In this case the inspection which is made from a boat is perhaps less important than the examination of other classes of plants, as neither important insect pests or plant diseases are likely to be carried in the material, but the owner wishes to be covered in order that his shipments may not be delayed enroute in certain states. The business must be sufficiently profitable to attract competitors for we now have a second Nursery dealing in the same products.

The first plate shows in graphic form the trend of the Nursery business in Wisconsin during the past ten years. The mountainous area at the right hand side indicates the great increase which has taken place in the

number of Nurseries in the past three years.

At the base of the chart is shown the number of Nurseries limiting their sales to evergreens. Although the future holds out some promise for Nurseries of this type it may be noted that there has been little development of the business as yet. Perhaps the leading effect of the federal and many state quarantines which limit the distribution of the most profitable of the evergreens, namely white pine, has had a retarding effect. The presence of white pine blister rust in northern Wisconsin will continue to prevent a large increase in the production of young white pine trees in this state but as the land owners and the state administration become more interested in reforestation, the production and sale of other

... will doubtless show a material increase.

### GENERAL STOCK INCREASE SMALL

The wide belt marked with horizontal lines above the one representing evergreens is that showing the number of Nurseries selling general stock. It represents all those handling three or more different classes of plant material. Many of the Nurseries included in this group also handle evergreens and practically all of them small fruit and ornamental stock so that the other curves on the diagram represent only the Nurseries which specialize in one line.

The feature of interest in this diagram is that the increase in the number of Nurseries growing general stock is not marked. There is less than 50% difference between the number of general stock Nurseries in 1916 and those in 1924.

The most consistent, healthy growth of any branch of Nursery business is shown in the case of those Nurseries specializing in ornamentals. These are located in and adjoining Milwaukee and the other larger cities. In number they have increased from 24 in 1915 to 65 at the present time but the increase has been steady and regular rather than sporadic, as in those producing small fruits. The situation here is an encouraging sign for general horticulture because it means a greater employment of the home owner's funds in the adornment of his property and a greater appreciation of the cultural and esthetic value of shrubbery and flowers.

The belt above the ornamental stock represents the small fruit situation, which is perhaps the most interesting one on the chart. For seven years, from 1915 to 1921 inclusive, the total number of Nurseries growing only raspberries and strawberries and related plants varied up and down with

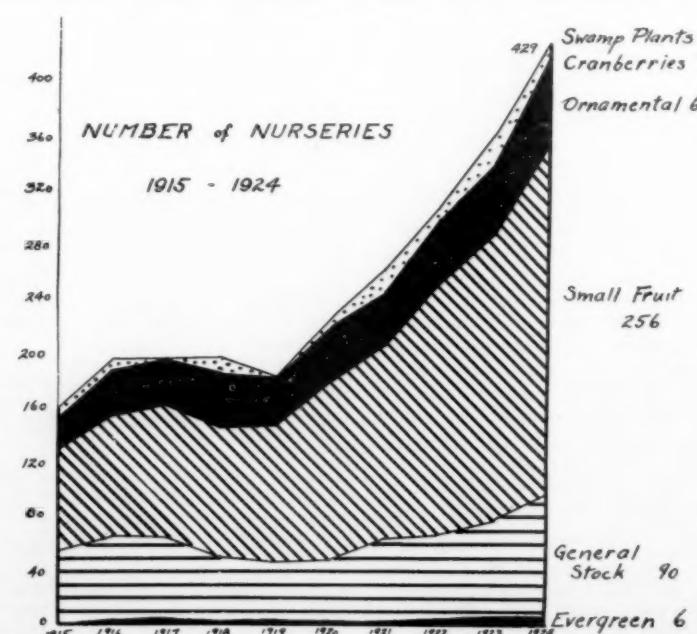
a general upward trend. During 1922, 1923 and 1924 however, there has been a boom in this line of endeavor which has included all the leading small fruit growing areas of the state, in particular Bayfield, Monroe, and Outagamie counties. Prior to 1919 we never inspected more than six small fruit Nurseries in Bayfield county and they reported little business in the sale of plants. In 1921 this had risen to 15; in 1922 and 1923 to 34; and in 1924 to 51. In Monroe county the increase has been from 7 to 33 and in Outagamie county from three to ten. Apparently those who are growing small fruits have taken to heart the pessimistic viewpoint of the State Horticultural Society as expressed from three to six years ago and are doing the best they can to improve the situation by placing plants on the market. We must also assume that they must be finding a good sale for plants or the increase would be neither so rapid nor would it have extended over a period of several years.

In the case of most agricultural movements of this kind, the more rapid the increase the more sudden the decline will probably be; whether that will be true of small fruit Nurseries remains to be seen.

The few cranberry Nurseries and one or two producing wild rice and other swamp plants are shown in the dotted border at the top. As a result primarily of the increase in the number of small fruit Nurseries, the record of the total number of Nurseries in the state as indicated by the top line also shows a marked ascent during the last three or four years.

### ACREAGE OF NURSERIES CHARTERED

The next chart is somewhat similar except that it shows the acreage instead of the number of Nurseries. The same markings are used as were employed in the first chart. The changes from year to year in the different branches of the Nursery business are seen to be closely similar to those of the first chart but the widths of the various belts are entirely different. Those representing general stock, cranberries and swamp plants are relatively much wider than the ones showing evergreens only, fruits and ornamentals. This is because the average size of the Nursery specializing in ornamentals is only two and one-half acres and that of those growing small fruits only one and one-half acres, while the average size of the ones growing general Nursery stock in Wisconsin is between seven and eight acres; that of cranberries, 37 acres



and of those producing swamp plants, over one hundred acres.

Of particular interest in this chart is the increased acreage of general Nursery stock in 1918. The peak at that point is in itself a lesson in agricultural economics. It in the main represents the organization of a large stock company in the northern part of the state for the production of Nursery stock. This company increased its acreage rapidly until it had more Nursery stock growing than any other company in the state. Naturally, its means of distribution did not develop so rapidly; the manager found the competition with other Nurseries both inside and outside Wisconsin more severe than he had anticipated, and after a re-organization of the company the stock was finally sold out and the entire proposition dissolved. Many companies and individuals have found that in case of any specialized crop or product the market must be gradually developed hand in hand with production or the result will be disastrous.

#### FRUIT PRICES' EFFECT ON NURSERIES

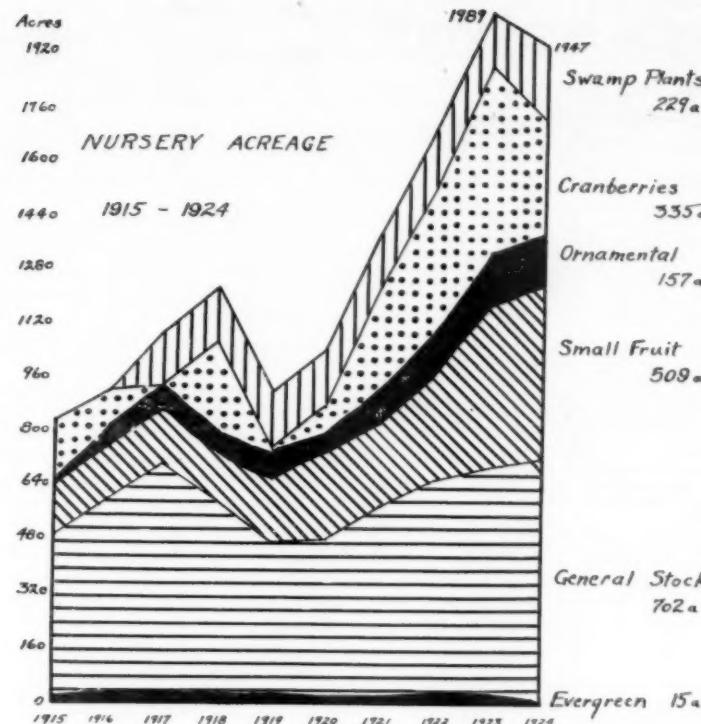
In working out these two charts it was our intention to see whether an increased price for fruit or an increased crop would result the following year in a larger or a smaller number of applications for Nursery inspection; that is, whether either would stimulate or repress the sale of plants. It has often been observed that a long continued movement of this kind resulting either in prosperity or depression will have a corresponding effect upon the demand for plants. This was noted a decade or two ago in the case of the apple business, a series of prosperous years to the apple growers, mostly those in the west, resulting in the sale of hundreds of thousands of additional apple trees. Unfortunately, the statistics bearing on the crops of small fruits are very meager and unsatisfactory.

In the case of cranberries, a comparison of the curves shown on the chart with the total value of the crop in the state shows the definite relationship which might be expected. That is, when the crop of a particular year is unusually valuable, the demand for plants the following season almost invariably shows an increase while if the crop has not been a profitable one the demand for plants, as indicated by the applications for inspection, is lighter. During the ten year period the most valuable crop was that of 1922 which was worth \$550,000, while the one which brought the lowest returns was that of 1915, valued at \$229,000. In only one year has the value of the crop failed to affect the number of applications for Nursery inspections in that way and in both cases the changes from the previous season were very slight.

#### EFFECT OF IMPORTED STOCK

The records of another branch of Nursery inspection carried on by the federal rather than the state government, may be of interest here as indicating the importance of one unappreciated branch of horticulture. That is the direct importation of plant material from other countries. During the fiscal year ending last June 30, 2,742 cases of bulbs were imported directly into the state of Wisconsin under regular permit. These bulbs were largely tulip, narcissus, hyacinth, crocus, lily of the valley and other lillies, in the order given. Assuming that each case contained 1,400 bulbs which is the average for the United States, 3,838,800 bulbs are annually imported direct from foreign countries into Wisconsin. This does not include the number of bulbs purchased by Wisconsin growers from wholesale florists in other states.

In addition to those coming in under regular permit, special permits are required for the introduction of new varieties and necessary propagating stock of those kinds of plant material which are more likely to introduce insect pests or plant diseases. Such new propagating stock consists largely of gladioli, iris, peonies and such woody Nursery stock as ornamentals, roses, orchids, and fruit trees. This material is not allowed to be imported on a commercial scale as it carries considerable risk of bringing infection or infestation. In addition to the special inspections required for it, the purchaser must agree not to permit it to go off his premises for three years after importation and to employ the original plants entirely for propagation rather than for commercial sale, except when it is im-



ported to meet other technical and educational needs. In spite of these close restrictions, Wisconsin has imported 123,000 plants and bulbs since these limitations went into effect in 1920. Most of these were of course gladioli, dahlias and irises, but it is interesting to note that 24,900 ornamental and miscellaneous plants have come in under these restrictions as well as 1014 orchids and 495 roses.

Several recent developments have added to the technical difficulties of Nursery inspection some of which may be of interest to the Horticultural Society. The one having the wide-spread effect comes as a result of recent studies on the mosaic diseases of plants, in particular those effecting raspberries.

Now that we have a fairly definite idea of the symptoms, it is possible to retard the further spread of these diseases by seeing that they are taken out of Nurseries growing plants for sale. As they are generally distributed it has not been possible to apply these regulations suddenly. During 1923 and 1924 the method of roguing or pulling out the infected plants has been employed but as the percentage decreases it is expected that in an increasing number of Nurseries plantings entirely free from these diseases may be developed. Two inspections of raspberries per year are now made to control mosaic. Largely as a result of these raspberry diseases, thirty-five Nursery certificates this year were limited to particular varieties of plants. In most cases this limitation was to strawberries in order to provide against the sale of infected raspberry bushes from the same premises.

#### FIRST TIME IN A U. S. NURSERY

A second interesting development during the past season in Nursery inspection has been the discovery of a comparatively new disease known as Maple wilt, caused by a fungus parasite. This was found in Milwaukee in some trees shipped two or three years ago from Pennsylvania. It is the first time the disease has been discovered in a Nursery in the United States, although it is becoming fairly well known and is doing considerable damage on street trees in some sections of the eastern states. All the trees in this one block, that is, all those which came from the Pennsylvania Nursery, were destroyed. The only other case of the disease observed in Wisconsin thus far was in a suburb of Madison two years previously.

The symptoms of maple wilt are a sudden wilting of the leaves on either a single branch or the entire top of a young tree. The leaves turn yellow and later brown, but remain on the tree. A maple tree infected with this disease is of striking appearance for most of the tree will have a healthy

green appearance while one section of it will show the leaves turned brown as if that branch had been girdled or scorched. By cutting into the branch one can see that the inner bark has a greenish, (later a brownish) water-soaked appearance.

#### Out of the Ordinary

Something out of the ordinary in the Nursery business is the plan of the San Fernando Nursery of which A. E. Simpson is manager, says the San Fernando, Cal., Leader.

As readers of the Leader know, Mr. Simpson has secured the services of Dr. A. D. Houghton, from the University of California, and is taking steps to establish a plant restoring laboratory. The plans include a well equipped plant for plant breeding improvement, plant introduction and scientific plant pest control, with which work Dr. Houghton has been familiar for many years and in which he has had marked success.

Rose lovers will doubtless remember Dr. Houghton as the father of the Red Cherokee rose and other floral novelties. The doctor is said to be the producer of the finest strain of tuberous begonias and of an entirely new hybrid line of dahlias.

The work Dr. Houghton will carry on at the San Fernando Nursery Co.'s location will be of an advanced scientific nature. Its benefits will not be confined to the home institution but will reach out to all parts of the Great San Fernando Valley, Mr. Simpson says.

The Leader is authorized to make the statement that questions of general interest to horticulturists of San Fernando Valley may be submitted to the new laboratory and valuable information obtained without cost. The doctor's extensive library will be available for those who are fitted to use it; especially to horticulturists.

It is Mr. Simpson's intention to send Dr. Houghton to likely parts of the tropics throughout the world for the purpose of studying and bringing back for introduction here rare plants not now cultivated here.

Dr. Houghton has written several botanical works, the latest being on the "Staghorn Fern," a fern which grows like orchids on trees.

Twenty acres of land in West Tampa, Fla., beyond MacFarlane park, have been acquired by the D. P. Davis Properties from Fred Hutto and J. J. Schoenborn as a site for a Nursery in which tropical shrubbery, trees and foliage will be propagated for use on Davis islands. The plants will be propagated under a slat roof.

# AMERICAN NURSERYMAN



## CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

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Drafts on New York, or postal orders. Instead of checks, are requested.

Rochester, N. Y., August, 1925

### FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

**THE FIRST** Nursery trade paper in America was established in 1898, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammelled lines.

"The dean of Nursery Trade Journalists."—John Watson.

### IMPORTANCE OF THE TRADE PRESS

In a recent address to men connected with the press, President Coolidge said:

"Whatever has to do with the collection and transmission of information to the public is of the highest importance. It is gratifying to know that this great service to America is in the hands of men of ability and patriotism.

"There is a universal desire to serve the public in this capacity, not only interestingly, but candidly and helpfully. The fundamental institutions of our government scarcely ever fail to receive cordial support. The moral standards of society are strengthened and the intellectual vigor of the nation is increased and quickened by your constant efforts.

"The press is also an important factor in the commercial and industrial development of our country. It carries an amount of scientific information which stimulates both the production and consumption of all kinds of commodities.

"This service is always on the constructive side of affairs, encouraging men to think better, to do better and to live better. Reaching through it all, there is every assurance that today is better than yesterday, that tomorrow will be a better day than today, and that faith is justified."

### THE MID-MONTH ISSUE

#### American Nursery Trade Bulletin

Affords in connection with the "American Nurseryman" an exceptional semi-monthly trade publicity service for Nurserymen. Rate: \$2.00 per inch; forms close 10th. Advertisements in "American Nurseryman" are reproduced in the "American Nursery Trade Bulletin." Subscription, \$1.

"Standardized Plant Names," by Olmsted, Coville and Kelsey, is the standard in this office.

When writing to advertisers just mention American Nurseryman.

### IS QUALITY STOCK RARE?

"We give no warranty, express or implied, as to \*\*\* quality \*\*\* of any Nursery stock we sell."

This disconcerting announcement is going out daily on letter-heads of members of the American Association of Nurserymen. The fact that the A. A. N. vigilance committee (which prospective members are led to believe is tireless in its supervision) has made no report on this situation and the A. A. N. proceedings are silent on the subject leads to the belief that the announcement has the indorsement of the American Association of Nurserymen.

The new member of the association, or the prospective member who is urged to join—especially if he has made up to this time a great point of QUALITY as to the Nursery stock he sells—may have difficulty in reconciling this announcement with the assurances of the high standards practiced and required in A. A. N. activities.

The problem seems to be: Will the new member withstand the influence of close association with those who persistently send out that announcement, or will he gradually put behind him all thought of the ethics he practiced in his independent days and fall into line with his new associates?

The advertisements of Nurserymen in many cases feature the QUALITY characteristics of the Nursery stock offered. It is presumed that all advertisements infer as much at least. Yet we pause when we read: "Expressed or implied" in the above familiar announcement.

Apparently there is no difference between Nursery stock that is quality stock and Nursery stock that cannot be warranted as to quality.

The new A. A. N. member will naturally do much thinking.

What the planting public is doing may be surmised.

### FINE PUBLICITY FEATURE

A three-column-wide engraving of a beautifully landscaped residence of pretentious proportions appeared on February 22nd in the Seattle, Wash., Times, under the heading: "Artistic Grounds Entrance Charm of Home." The subtitle was: "Seattle Residence in a Lovely Setting," accompanied by this observation in smaller type: "Effective planting of home grounds not only adds materially to the appearance of dwellings but greatly enhances their value. This Seattle residence has become a veritable picture by reason of its setting of trees, shrubs and flowers."

Accompanying the engraving was the following matter:

### PROPER EXTERIOR SETTING IMPORTANT TO HOME OWNERS

IMPORTANT as a knowledge of interior decoration is in the completion of a modern home, the subject of exterior decoration is as important, possibly more essential, according to local landscape gardeners and Nurserymen.

Thousands view the exterior of a home and its premises, where a comparative few see the interior, it is pointed out. Investment in home furnishings is a wise provision, but the proper setting for the home is likewise a matter of prime importance, contributing not only to the comfort and satisfaction of the family, but something to a city beautiful, to community pride and well being.

Now, whether this matter was supplied by Malmo & Company or some other Seattle Nursery concern, or whether it developed simply as a "feature" in the editorial offices

of the Times, it is fine publicity for the Nursery trade. May it not be the direct result of campaign for educating the public on the value, aesthetic and practical, of landscaping? Certainly there is sufficient evidence of the effect of this campaign in recent years to encourage Nurserymen not only to continue it but to increase its scope. A feature of the recent annual convention of the American Association of Nurserymen was an address on this subject.

### EARNEST WORK ON THE COAST

Expert Nurserymen in this country are working steadily on the production in America of that which has been imported, in the way of seedlings. At present much interest is taken in the earnest work of experts in Nurseries along the Pacific Coast. Eastern Nurserymen are making frequent visits to the Coast to note the progress. Representatives of Coast Nurseries attend the annual conventions of the American Association of Nurserymen and co-operation is general.

Some account of the marked activities of one of the big Coast Nurseries in preparing to supply domestic stocks is given in this issue, and as we go to press the annual convention of the Pacific Coast Association of Nurserymen is discussing the general subject.

The conference late in June in Washington, as reported in these columns, shows clearly how closely the Nurserymen are working with the Federal Horticultural Board. The whole subject is progressing in business-like manner, notwithstanding the protests of a few whose sympathies for foreign exporters have been openly expressed. We suppose there is no logic whatever in an argument on the part of an American in behalf of the business interests in another country when that argument is directly against the business interests of America!

Attempts by papers outside of the Nursery trade to write of Nursery matters continue in amusing form. A florist paper says its 9-page report of the Rochester convention of the A. A. N. was more nearly complete than was that of an A. A. N. convention ever made in any trade paper! We had not thought to say anything about it, but the report of the Rochester convention last month in the American Nurseryman occupied 14 pages—just a repetition of the comparative extent of convention reports by the management of the journal for more than thirty years! Ask the man who reads them.

Postmasters in the State of Mississippi are informed that provision has been made for the terminal inspection of plants and plant products at Pascagoula and Biloxi, Miss., so that the complete list of terminal inspection points in Mississippi is as follows:

McComb	Meridian
Leland	Moss Point
Laurel	Natchez
Jackson	Ocean Springs
Holly Springs	Pascagoula
Hattiesburg	Poplarville
Gulfport	Raymond
Durant	Starkville
Corinth	Water Valley
Clarksdale	Tupelo
Biloxi	West Jackson
A. & M. College	

Upon receiving the required postage as prescribed by paragraph 3, section 468, Postal Laws and Regulations, parcels containing plants and plant products subject to terminal inspection should be sent to the inspection point nearest the office of address.

**Canadian Import Rules**

The Canadian Dept. of Agriculture has issued the following notice of regulations effective June 2, 1925:

The importation into the Dominion of Canada of all fresh peaches and peach Nursery stock is prohibited from the States of Wisconsin, Illinois, Missouri, Arkansas and Mississippi and the area east of these states, and from all other states of the United States of America unless the shipment of fresh peaches or peach Nursery stock is accompanied by a statement duly signed by the consignor, indicating the name of the state in which the peaches were grown; furthermore, the importation into British Columbia of all peach fruit pits or seeds for propagating purposes is prohibited from the States of Wisconsin, Illinois, Missouri, Arkansas and Mississippi and the area east of these states.

This regulation was passed in order to prevent the importation of the oriental peach moth on shipments of fresh peaches and peach Nursery stock. This insect infests, or is in close proximity to, nearly all the commercial peach growing states in the area mentioned. The disease known as peach yellows has not been discovered in the province of British Columbia; the latter portion of the regulation deals with preventing the introduction of this disease into that province.

Importers of peaches and peach Nursery stock from the other states of the United States of America, should request the shipper to furnish a statement of origin. This statement should accompany the invoice, otherwise the shipment will not be released by the Customs.

All communications relating to the above should be addressed to the Secretary, Destructive Insect and Pest Act Advisory Board, Department of Agriculture, Ottawa. Letters so addressed may be forwarded free of postage.

The following announcement was made at the Rochester convention:

"This meeting is about over and we have had a wonderful time. The next big event will be the Southern Nurserymen's meeting which will be held at Knoxville, Tennessee, September 2-3. You are not only invited, but you are urged to come and enjoy real Southern hospitality. A barbecue, a real old time Southern home-grown watermelon feast and a swim in the South's finest inland swimming pool are being planned as regular features of the convention. But one of the biggest treats of all is a trip into the Great Smoky Mountains on Friday, September 4. Automobiles will be waiting at the Whittle Springs Hotel early Friday morning. Within two and one-half hours we will be in the Cherokee orchards, at the foot of Mt. LeConte, for a day of real pleasure. Mt. LeConte is king of all the mountain peaks in Eastern America. It towers to a height of 6,680 feet above sea level, rising from a base of only 1,500 feet, thus giving it an actual height of almost a mile (5,180 feet). In describing the Great Smoky Mountains, of which Mt. LeConte is the outstanding figure, the National Park Committee made the following statements in its report to Secretary Hubert Work: 'We have found many areas which could well be chosen, but the committee was charged with the responsibility of selecting the best, all things considered. Of these several possible sites, the Great Smoky Mountains easily stand first because of the height of mountain, depth of valleys, ruggedness of the area, and the unexampled variety of trees, shrubs and plants.'

It is in these wonderful mountains that we are endeavoring to establish the Smoky Mountains National Park. We urge that you come prepared to stay a day extra for the trip to the mountains.

WASHINGTON HEIGHTS NURSERY  
HOWEL NURSERIES  
KNOXVILLE CHAMBER OF COMMERCE

**Government Nursery for Sale**—It is announced that the provincial government will sell its demonstration plot and Nursery near Oliver, British Columbia. The Nursery stock to be disposed of consists of 30,750 apple, pear, apricot, peach and plus stock ready for sale during the spring of next year and 77,000 apple, pear, peach and cherry seedlings for budding in the fall of this year. The sale will be made by the receipt of tenders.

**Messrs. Chase and Reed Visit Mr. Wang of Shanghai**

Editor American Nurseryman:

I promised you a little account of the interesting visit by Mr. W. C. Reed of Vincennes, and myself in Shanghai, China, when we called on Mr. P. W. Wang. Mr. Wang is a highly educated Chinese gentleman, who is a great lover of trees and plants and a real philanthropist.

Six or seven years ago we received an order from him for many varieties of fruit trees, and about the same time Mr. Reed filled an order from him for assorted nut trees. When we reached Shanghai we thought with fear and trembling that we would hunt up Mr. Wang and ascertain how these shipments turned out. He greeted us most cordially, laid aside his business and gave us his entire time, and with his Dodge car took us all over Shanghai, into the old temples, the bazaar districts, etc., and could not do enough for us. We found that Mr. Wang purchased the trees from us years ago simply to try them out in China, as he is trying to get hold of everything that will be beneficial to his people in that country. He is not a Nurseryman in a commercial sense, is trying to serve his people as best he can.

He is a man of varied interests, a director in six banks, the largest land holder in his province, and manager of the Chinese paper, the "Eastern Times," one of the oldest newspapers in China, printed only in Chinese. He asked many questions about America, and conditions in America, is a very well read, intelligent gentleman and deeply interested in everything that will make for the betterment of his own people. He is a Christian, interested in Y. M. C. A. work, also in the work of missionaries in China. He accompanied us on visits to a number of schools, Y. M. C. A.'s, etc. The last day in Shanghai he asked Mr. Reed and myself to accompany him to a photographer, for a group photograph to be published in his Chinese paper! We left Shanghai at 11 o'clock at night in a pouring rain, but Mr. Wang was at the station to see us off, bid us God Speed, and according to the Oriental custom, gave each of us as a parting gift, a magnificent Mah Jong set.

It was a mighty interesting experience. Glad to say both shipments from Reed and ourselves turned out very satisfactorily, though ours was a freight shipment, and six months in transit.

Mr. Wang keeps in close touch with horticultural matters in the United States; in fact, he knows what is going on all over the world. He is, by the way, a subscriber to the *American Nut Journal*.

The only Nursery that we visited in China was the one operated in connection with the Nanking University, where we met Prof. J. H. Reisner, formerly with the Department at Washington, and his assistant, Mr. Jackson, a young Englishman. They are growing probably the most complete line of fruit trees in China, and while it is a department of the University, yet under Prof. Reisner, it is developing into a real worthwhile business. They were very cordial to us, and our day with these gentlemen in Nanking was most interesting.

H. B. CHASE.

**THE ROUND TABLE**  
Comment and Suggestion  
By Readers For the  
PROGRESS OF THE INDUSTRY

**An Ozark Grape Inducement**

Editor American Nurseryman:

A district which should equal France or California for grape growing is along the south side of Rich Mountain, near Big Cedar, Oklahoma. This region is reached by taking the Indian trail out of Page, Oklahoma, which is 350 miles south of Kansas City. It is also well adapted for growing peaches and pears. Rich Mountain is the second highest mountain between the Alleghenies and the Rockies and is timbered nearly to its summit. The grounds of Camp Rainy are open free to tourists, hunters and prospectors. It is a beautiful virgin country.

This region was the gaming ground of the Choctaw-Chickasaw nation of Indian Territory. Indians of tribal ritual now live on reservations. Many educated Choctaws are business men in the towns of LeFlore County. Soldier Choctaws in France were known as the Cheyuetas, and their ancestry dates back to the early days of the South. Watertown, Wis.

E. C. BEYNON.

**Old Varieties and Prices**

Editor American Nurseryman:

I have just been looking over some old strawberry and small-fruit catalogues of twenty to thirty years ago and comparing varieties, prices, etc., with those of recent years. This is interesting. I find many varieties highly praised then that are entirely discarded now, while a few of the varieties that seemed to be standards then are catalogued as standards now. Of the great mass of varieties of twenty-five to thirty-five years ago but few have survived.

The Aroma strawberry and perhaps others at first were practically discarded for a time and then came back to become a standard variety. Evidently plant men do not always discover the real worth of a variety. It takes the practical fruit grower to do this. Evidently years ago there were some men who cut prices badly in their circulars or catalogues as well as now. If this class have survived at all there seems to be nothing to indicate that they were more prosperous than others who asked a fair price. Can Nurserymen build a good sound business on the cut-price policy?

CHARLES L. TODD.

Hartwick Seminary, N. Y.

Secretary of Agriculture Jardine says:

"For 25 years the department has maintained a special office devoted to the introduction of new plants from all parts of the world. While the primary objects of this work are economic, a large number of ornamentals have been brought in and established. In recent years particular attention has been given to securing material for plant breeders. Through its explorers who travel in remote regions, and through its large corps of correspondents and collaborators in foreign countries, the Department is frequently able to secure rare plants difficult to secure through ordinary channels. In this way American plant breeders have been furnished with many interesting species of roses, irises, gladioli, and other flowering plants.

"It is worthy to note that the Department has on its list of co-operators the names of 4,000 experimenters, scattered over the continent as well as in our dependencies overseas. It distributes to these people annually two to three hundred thousand plants for testing. The object is to supply these plants with all possible conditions of growth in the hope that American agriculture may be enriched by those found adapted to certain conditions."

Are you preserving your copies of the *AMERICAN NURSERYMAN*? They are of unequalled historic value. An index for each volume.

## TEXAS PECAN GROWERS ASSOCIATION IN ANNUAL SESSION

**A Lusty Five-Year-Old Organization of Earnest Pecan Growers of the Lone Star State Crowds the Spacious Mason County Court House in Three Full-Day Sessions, With Brass Band and Barbecue Amid Picturesque Scenes—They're Out For Business**

THE biggest state in the Union just naturally constitutes an incentive for its citizens to talk and do big things. What Texas has done in cotton, cattle and oil is well known. What Texas will do in the way of pecans—what she has already done—was the subject of a lively three-days' convention in Mason, the county seat of Mason county in the very heart of Texas, upon the occasion of the fifth annual gathering of the Texas Pecan Growers Association, June 16-18. The association has live wire in Secretary Oscar S. Gray who in co-operation with the local committee, had advertised the event so well that for days before and during the convention automobiles by twos and threes rushed Masonward on all roads leading thereto. The motor car is the mainstay for transportation in the great reaches of Central Texas. Mason, like many of her sister towns, has no railroad connection, but this fact in no way deters the citizens from keeping in touch with other sections of the state and of the country. Events which are casting shadows ahead may show that these Texas towns have after all what may become the common method of transportation superseding the railway train.

Southern hospitality ran far ahead, even, of the influx of visitors which crowded the spacious court room in which the sessions were held. Standing room there was at a premium. During a band concert on the morning of the first day members of the association were registered. There was an invocation by Rev. J. J. Ray, a welcome by County Judge John T. Banks and the annual address by President H. G. Lucas, followed by the report of Secretary Gray. Just a taste of what was to come in the way of convention papers was that by R. F. Howard, Wharton, Tex., on "How a Beginner Can Get Into the Pecan Business."

### ROSS WOLFE ON VARIETIES

After luncheon W. F. Millican, Bend, Tex., gave one of his characteristic addresses on "Top-working Native Pecan Trees." He praised the work of Dean Kyle and of Secretary Gray and said that if he could not answer all questions raised by his address he would call upon Frank Moore who is the law giver of his section. Ross R. Wolfe, Stephenville, discussed pecan varieties. He believes the future has better kinds in store. He thinks budding should not be done extensively from native trees. Qualifications to be considered are: Health, Bearing, Quality. He doubts that any variety that lacks one of these characteristics will prove profitable. He doubts that scab can be controlled by artificial means and suggests the planting of varieties least likely to scab. A good regular bearer is the best in the long run. The nut should be well-filled, of thin shell, the kernel separating readily from the shell. West of a line through Denison, Waco, Austin, the varieties Burkett, Halbert, Texas Prolific and Western Schley do well. East of this line, Delmas, James, Moneymaker, Burkett, Texas, Prolific, San Saba. Delmas does not do well as a rule in Northern Texas. For Eastern Texas, the eastern varieties, Schley, Success and perhaps Moneymaker. As to the nut case-bearer, Mr. Wolfe doubted its ability to pass from one cluster of nuts to another in varieties whose clusters are well separated, like the Halbert. More than one variety should be planted in an orchard. He warned against planting new varieties before they have been well tested. Fred R. Brison, San Saba, speaking of the after care of the planted pecan tree, said that a perplexing problem is to maintain sufficient enthusiasm on the part of the

planter to insure the proper growth of the tree to maturity. Some planters do not know how to care for their trees; others may know but do not apply the knowledge.

### INTERESTING YOUNG PEOPLE

B. S. Miller, Fredericksburg, discussed methods for interesting boys and girls in pecan culture. Pecan clubs have been organized with very favorable results. A certain number of trees is assigned to each club member to be cared for under instruction for budding and top-working. One of the main requisites is to have regular monthly meetings at which the boys and girls give results of their experience. Debates result, leading to the reading of bulletins. Gradually are unfolded the wonders and possibilities of pecan culture. Coping with insects and diseases is taught. Through Chambers of Commerce, newspapers, moving pictures interest can be extended and co-operation secured. Pecan trees can be

charge of nut investigations, Washington, D. C., gave a highly interesting and valuable address on pecan statistics from Government bureaus. The address is published in full in this issue.

The chair appointed committees as follows: Nominations, D. C. Glenn, Granbury; invitation to national association to meet in Texas, R. W. Howard, Oscar Gray, Ross A. Wolfe; medals, A. C. Easley, Waco; legislation, T. H. Ridgeway; tree planting, Col. P. L. Downs; home economics, Mrs. H. G. Lucas, Brownwood; time and place, J. A. Evans, Arlington.

The first president of the association, J. W. White, Mason, in a brief address said:

"I, with a handful of pecan men, met in Brownwood five years ago to form this association. Mr. Halbert, Mr. Milliken and others I see here were present. It is a matter of pride to see the growth in membership to more than three hundred in the comparatively brief period. We are educating the people to know what the pecan means. I believe if every native pecan tree in Texas were top-worked the result would be worth more than all the cotton crop. A few counties within a radius of 75 to 100 miles of Mason furnish 75% of the Texas pecan crop. I am glad to be with you and want to say to my friend Milliken and to others, I'm just plain Bill White. Call me that and if there is anything you can't find, ask me."

### EXTENDING PECAN KNOWLEDGE

President Lucas was called away by an engagement in Brownwood. In the absence of Vice-President T. H. Ridgeway, Judge Banks presided during the remainder of the session.

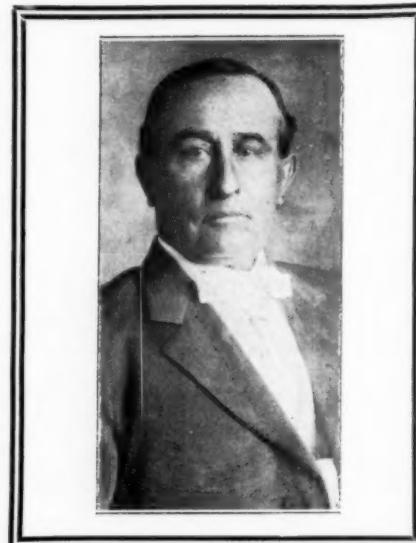
A. P. Swallow, extension horticulturist, said: "If it were three months later I could give you some figures on our season's work. We have 165 agricultural county agents in the state; 121 reports of pecan work were made this spring. During 12 weeks 141 demonstrations in budding and top-working were made. All our work is carried on through county agents. The experts, Messrs. Brison, Marshall and Cotton, are carrying the message to the people. Much experimental work is being done. Many letters for information are being received. Men who are miles from a railroad and miles from a town want to know about pecan growing. It is hard yet to give actual results. One of the biggest helps the extension service can have is this association. But we are not able to get good budded stock. We plan to teach how to select Nursery stock and how to care for the trees after planting. Many are ignorant of the first principles. A man from California came into our back country districts and bored holes into pecan tree trunks placing therein a large pecan nut and told his audience that the tree thereafter would bear big paper-shell pecans. We found that the people believed it in some cases! But the people are waking up. You'd be surprised to learn of the success of farmers in budding, after proper instruction."

### SIMPLE BUDDING PLAN

One of the most interesting addresses was that by Prof. J. A. Evans demonstrating his ways of budding and grafting the pecan. His way of budding is to make a shield cut to the wood but not cutting into the wood at all; cutting clear to the wood on the bud stick also but taking no wood with the cut; applying paraffin to the bud when placed. By this simple method it is claimed 450 to 500 buds can be set while 250 are set in the old way. Budding in this way can be done in August, September and October and one can go up to the end of the bud-stick as

### IT MEANS MUCH

*It is a certificate of good character to have your advertisement admitted to the columns of the AMERICAN NURSERYMAN, because an effort is made to exclude advertisements of a questionable character or which represent concerns that do not practice business ethics recognized in general as worthy. A number of so-called Nursery concerns cannot advertise in this publication.*



J. W. WHITE, Mason, Tex.  
First President of the Texas Pecan Growers  
Assn., 1920

planted on highways and school grounds and prizes given for individual successes in budding. To reach the child effectively there must be appeal to the eyes. Trees bearing nuts should be visited. Waving palms may be given a rest and the beautiful bearing pecan trees talked of and viewed. Mr. Miller urged greater study of pecan growing generally. He said that whenever he attends a pecan growers' convention he wonders why more pecan growers are not present.

Secretary Gray suggested that good use of some of the money in the association's treasury might be made by school demonstrations of the use of nuts as food. Mrs. Lucas' book of pecan recipes is doing much to extend the use of the nut. Mrs. Lucas gave an interesting talk on this subject. H. H. Williams, state agent, said the subject of home economics in schools and elsewhere, had only just been touched in Texas.

Secretary Gray caused to be distributed to the members circulars issued by the National Pecan Growers Association and sent to the convention by Secretary J. Lloyd Abbot of that association, urging the advantages of National Association in addition to state association membership. William P. Bullard, Albany, Ga., president of the National Pecan Growers Exchange, remarked that E. C. Butterfield, Winona, Texas, is vice-president of the National Association and that an effort might well be made to secure for some point in Texas the 1926 convention of the National Association. It was suggested that a special committee be appointed to take up this matter with the National Association.

C. A. Reed, pomologist, U. S. D. A., in

## PROMINENT TEXANS IN PECAN DEVELOPMENT



ROSS R. WOLFE, Stephenville, Tex.  
On Bd. Directors, Texas Pecan Growers  
Association



H. G. LUCAS, Brownwood, Tex.  
Retiring President Texas Pecan Growers  
Association



PROF. E. J. KYLE, College Station, Tex.  
Dean of A. & M. College

long as there are any buds. But no wood must be taken with the buds. Roy Evans says this method has the advantages of any other and no disadvantages. It can be used whether the bark slips or not. The cambium layer is not disturbed at all. More buds are lost, says Prof. Evans, by cutting the wood than can be told. There is no bleeding. The air is kept out. A bud from a rather small stick can be put into a rather large stock. Keep the knife clean, do not touch the exposed wood and proceed rapidly. Prof. Evans demonstrated an equally simple grafting plan.

### DEAN KYLE ON THE FUTURE

Dean E. J. Kyle of the A. and M. College outlined his trip of the week previous through the Central Texas pecan belt. "Every time I come to this section," said he, "I am impressed by the wonderful work of nature in giving this state a plant of such great value. Pioneers found the pecan growing wild in 12 states and in Mexico. In only four states are the pecans of great importance. They are not indigenous to Georgia, Florida, Alabama nor Mississippi and to only a part of Louisiana. I have often wondered why the tree was not spread by Nature over a wider area. Indians camped under pecan trees, filled their sacks with the nuts for food and drink and dropped them as they traveled. A crow can transplant a pecan in its beak hundreds of miles. In the flood of streams millions of pounds of pecans are conveyed to the Gulf, spreading the nuts widely. The squirrel is an active agent.

"A few days ago I stood under a giant pecan tree on the Llano river and thought what that tree means, of the centuries of its life, of the vigor still in its prime! I thought of the great development of fruit orchards North and South, while there has been practically no development here with pecans where they are native. Much has been done by a few men in our state. But while Georgia, which has 1000 cultivated pecan trees to our one, has convinced the world that it is the original home of the pecan, and while there are 250 earnest persons at this convention, there are thousands in this state who have not paid a particle of attention to their pecan groves.

"You have the most valuable article of food in the world. I see great promise in this industry. There are 100,000 children studying agriculture in the state's extension courses; there are 15,000 to 20,000 in boys clubs. Our Agricultural College has advanced from 15th to 2nd in rank in agricultural instruction. There are more than seven hundred students in our agricultural courses. We are second only to Iowa. I want to offer the prediction that we shall see practically every pecan tree in our state topworked, and all our streams lined with them and every pecan acre occupied."

Other addresses and papers included "In-

tercropping the Pecan Orchard," by Dean E. J. Kyle; "The Marketing Question," by Will Moore, Bend; "Advantages of Cooperative Selling," by President William P. Bullard, National Pecan Growers Exchange, Albany, Ga.; "Is a Pecan Orchard a Safe Field for the Investor," by Ralph T. Olcott, editor *American Nut Journal*, Rochester, N. Y.; "Prospects for a Pecan Experiment Station," by B. Youngblood, A. and M. College; "Commercial Buyers' Viewpoint," by Brooks S. Ramey, Brownwood; "Handlax a Planted Grove," by Dr. F. L. Robichaux, San Antonio; "Fruiting Habit of the Pecan," by J. H. Burkett, Austin; "Pecan Case-Bearer," Prof. F. W. Bilsing, A. and M. College.

### OFFICERS ELECTED: WHARTON IN 1926

Officers were elected as follows: President, Senator T. H. Ridgeway, San Antonio; vice-president, J. A. Evans, Arlington; secretary-treasurer, O. S. Gray, Waxahachie, re-elected. New directors are Mrs. John Kemper of Denison, George Wright of Paris, A. C. Easley of Waco, W. S. White of Grandview. Directors retained are J. C. Armstrong of Wharton, Ross R. Wolfe of Stephenville and Mrs. Emma Klingeman of Lockhart.

Wharton was selected as the meeting place for next year's convention. San Saba, Arlington, Stephenville and Llano also extended invitations.

### What Nurserymen Think

Following is a copy of a letter to an objector to Federal Horticultural Board regulations:

While I have not had the opportunity to talk with very many Nurserymen who grow fruit trees, I think perhaps their views are divalent, though it is significant that a far greater percentage favor it now than would have been the case two or three years ago.

Personally, I see no reason why we should depend longer on the European stocks. The European growers, of course, have always been able to grow these stocks cheaper than they could be grown in this country, because of their cheaper labor; but, at the present prices of these stocks delivered in this country, they can profitably be grown here.

If the European stocks are shut out, setting a definite date to do so, there will be plenty of stocks grown in this country to fill the requirements for these, in my opinion. We can now get good seed of the various species used for stocks and at a reasonable price, and if the stocks are sent out, there will be a still larger supply of seed obtainable and of even better quality.

I have just bought a ton of Mahaleb seed at 40c per lb delivered F. O. B. New York. I get all the genuine wild Mazzard seed I need gathered for me at 35c per lb, or about 40c collected and delivered here. Seedlings grown from this seed make hardier and better stocks than those imported which, as you know, are mostly grown from seed of cultivated cherries.

As to frost damage: In my experience here, covering several years, I have had practically no loss from frost, either spring or fall.

As a test, I have left out stocks in the Nursery over winter and they wintered perfectly. There is no reason why the growing of stocks in this country need be localized. They can, and will, be grown all over the U. S. if the European stocks are shut out in my opinion, and this will lessen the danger of frost if that proves to be a menace.

I can speak with some little authority on these matters, as I have demonstrated that all the fruit tree stocks now used in this country can be grown here, and as good as the imported product. While most of my work to date has been experimental, I have grown Myroblan, Mahaleb, and Mazzard stocks in quantity and the users of these stocks have been well pleased with them and with the results from their use. In fact, I have had a good many complimentary letters which are now on file here from users of these stocks to whom trial lots were sent.

J. F. JONES.

Lancaster, Pa., June 16.

### Landscape Licenses Demanded

Landscape gardeners should be made to take state examinations to show their fitness to practice, and be licensed in the opinion of many members of the Michigan Nurserymen's association. Men who are not qualified to practice landscape gardening are injuring the Nursery business, according to the Nurserymen. They do not understand the proper placing of many shrubs and trees. As a result of misplacements, it is alleged that the shrubs clash instead of giving the harmonious, pleasing effect which the purchaser expected to obtain when he placed his order for Nursery stock.

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## DEVELOPING ROSE INDUSTRY IN TEXAS

**G**ROWING roses for Northern and Eastern Nurseries is a rapidly growing industry in Smith county, says a writer in the Tyler, Tex., Courier-times. Local Nurserymen discovered a few years ago that roses could be grown there with profit and communication was had with Nurserymen in other states. Soon orders began to come in and in a few years' time the industry has grown to such an extent that from 15 to 25 cars of roses are shipped from this community every year. It is not unusual for a Nurseryman to realize from \$2,000 to \$3,000 an acre for growing roses.

Representatives of Nurseries in other states make a contract the previous winter with the local Nurserymen for rose cuttings, paying for them when the plants are ready for shipment in the fall.

One Nursery company, the Southland Nurseries, composed of Hudnall Brothers and R. W. Fair as chief stockholders, will produce and market this year approximately a quarter of a million rose plants representing more than fifty varieties of roses. This company will ship three carloads of roses to New York and three carloads to New Jersey besides a large number of smaller shipments of five, ten and twenty thousand plants. The Shamburger Brothers of Tyler are also large producers of roses.

Rose cuttings from hardy varieties, continues this writer, are planted in the Nursery rows at the rate of about 20,000 cuttings to the acre. The cuttings that take root and grow are then budded the following season with the popular garden varieties. An average year will yield around 10,000 budded plants per acre and these sell for from 10 cents to 20 cents each. It is estimated that Smith county rose growers realized a gross return of about \$100,000. Since the largest part of the plants are grown by small growers under contract, the revenue from the sale of these roses benefits a large number of Smith county farmers.

### A. A. N. Assn. Resolution

Following is a portion of the report of the committee on resolutions at the A. A. N. convention in June in Rochester, N. Y.:

Whereas, The Fiftieth Anniversary Convention of the American Nursery industry, has been characterized by the beautiful surroundings, ample appointments and marked hospitality of the citizens of the Flower City and the Genesee Valley, with courtesies innumerable on the part of local individuals and organizations both in and out of the trade; now, therefore,

**RESOLVED**, That the Association records its deep appreciation

Of the excellent program for the convention sessions prepared by the executive committee;

Of the tireless work in behalf of the association by President Harlan P. Kelsey throughout the two years of his administration and the able and courteous manner in which he has presided over the deliberations;

Of the elaborate program of entertainment prepared and carried through by the committee on arrangements, Charles H. Per-

kins, chairman, and by the committee on entertainment of the ladies, Mrs. C. W. Vrederburg, chairman;

Of the dinner given by the New York State Nurserymen's Association on Thursday noon for all the members and ladies of the national association;

Of the unusual courtesy of the Rochester Chamber of Commerce in tendering the use of its spacious auditorium for the dinner—an exception to its regular policy being made in behalf of this anniversary occasion.

Of the courtesy of the Rochester Chamber of Commerce in providing the unexpectedly large number of automobiles required for the drive about the city and through the parks, the Convention Bureau of the Chamber under the direction of Chairman Porter B. Van Deusen being taxed to the utmost to procure the cars at this season of the year;

Of the pleasure afforded on the excursion to Newark and the dinner there as the guests of the Nurserymen of Newark;

Of the program of entertainment provided by the Baby Ramblers at the banquet under the direction of Chairman Paul V. Fortmiller;

Of the courtesy of the management of the Hotel Seneca, the Rochester press for the liberal space and intelligent presentation of its daily reports of the convention, and the pronounced hospitality of the citizens of Rochester generally.

### A Modern Cincinnatus

The Salem, Mass., News of July 1st, says: "Harlan P. Kelsey returned to Salem, Monday. He has been at Rochester, N. Y., attending the annual convention of the American Association of Nurserymen. He retired as president of the association after two years' service. During his administration the association has made steady strides. Its convention was attended by 800, which is twice as many Nurserymen as have attended any convention before. The Nurserymen paraded through the streets of Rochester. The city government and the Chamber of Commerce tendered them honors. Enthusiasm ran high and prospects for future business are good for the Nurserymen."

Referring to mention of the long record of the firm of August Rolker & Sons, New York City, in the July issue of this journal, it should be stated that August Rolker did not start in the Nursery business as early as 1835. At that time he was in the general importing business, handling the importation of plants and horticultural goods as a forwarder when occasion offered. The sons, after becoming partners in 1871, took up the horticultural line as a specialty in 1874.

### WANTED

Young man or woman to fill position as assistant secretary and handle details of office management for large retail nursery. College and horticultural training desirable. Please give details regarding education, experience, and salary desired in first letter. There is a good opening for the right person.

American Forestry Company  
Framingham Center, Mass.

### The Reason For It

The attitude of the *American Nurseryman* on the subject of regulated plant imports is concisely yet fully presented in a statement recently issued by the U. S. Department of Agriculture and widely published. The statement is simply a review of the causes which led to the establishment of Quarantine 37.

When it is realized that there is not on record a single protest against Quarantine 37 which is not based upon the placing of personal gain against the welfare of the people of this country, it will be seen how much weight the protests should have. We never note one of those protests without seeing the animus behind it. In a democracy at least, of all conditions, private gain must be subordinated to the welfare of all. The Government has been extraordinarily considerate of business interests in this connection.

### As To Shipments To Ceylon

Editor *American Nurseryman*:

In a communication from F. A. Stockdale, Director of the Department of Agriculture, Peradeniya, Ceylon, he requests that we bring to the attention of the various agricultural and horticultural industries of the United States the fact that all certificates which accompany plant shipments to Ceylon "will not be considered unless they are issued as the result of an inspection not more than fourteen days prior to the date of shipment by a duly authorized official and that postal packages should whenever possible be packed in wooden boxes."

Presumably in most instances it will be rather difficult to fully comply with their requirements since in many cases the Nurserymen or florists are situated some distance from the inspection officials of the state concerned. In the event that such is the case, it is possible that arrangements may be made with the state official in charge of plant inspection work of the state concerned to forward plants intended for export to Ceylon via his office, where they may be inspected and certified in compliance with the conditions prescribed by Mr. Stockdale.

E. R. SASSNER,  
Entomologist and Executive Officer.  
July 17, 1925.

As we go to press the Illinois State Nurserymen's Association is holding its mid-summer meeting at the Urbana-Lincoln Hotel, Urbana, Ill., July 29-30. The program provides for talks by professors of the Horticultural Department of the University of Illinois and trips about the orchards, greenhouses, flower gardens and trial grounds. On the way to Urbana a stop was made at the grounds of the Onarga Nursery Co., July 28, where lunch was served and a trip through the Nurseries was made.

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N. C.

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Unite with Six Hundred Representative Nurserymen throughout the country to protect your interests and advance your business. Only Nurserymen of high ideals are eligible to membership.

**Vice-President, Earl E. May, Shenandoah, Iowa.**



**We Sell  
TO THE TRADE ONLY**

**APPLE:** 2-yr. buds.  
**PEAR:** 2-yr. buds.  
**CHERRY:** 2-yr. buds.  
**PLUM:** 2-yr. buds.  
**PRUNE:** 2-yr. buds.  
**GOOSEBERRY:** Oregon Champion, 1 yr.  
**CURRENT:** A general assortment including Perfection 1 and 2 yr.  
**ROSES:** Portland grown, 2 yr. buds.  
**CLEAN COAST GROWN SEEDLINGS:** Apple, Pear Mahaleb, Mazzard, Myrobalan and Norway Maple.

Also a large assortment of general Nursery Stock including one year budded Fruit Trees, Nut and Ornamental Trees, Shrubs, etc.

Our soil and climate produce a fine system of fibrous roots, without irrigation.

**Portland Wholesale  
Nursery Company**  
971 Sandy Boulevard  
Portland Oregon

**We Offer  
FOR FALL DELIVERY**

Apple two and three-year, Peach, Plum, Peach pits, Soft Maple 6-8 and 8-10 ft., Lombardy Poplar 6-8, Norway Maple Seedlings, Multiflora Stocks, and Yucca.

**We Want  
FOR FALL DELIVERY**

100 Norway Maple 8-10 ft., 200 Norway Maple 10-12 ft., 100 Sugar Maple 8-10 ft., 100 Sugar Maple 10-12 ft., 300 English Walnut 2 ft., 1500 Roses, 400 Peonies. Assorted car of Evergreens.

**TITUS NURSERY CO.**  
Waynesboro, Va.

**SARFF'S Nursery**  
Headquarters for  
Small Fruit Plants  
and Lining Out Stock

Strawberries Hardwood Cuttings  
Raspberries Iris Peonies  
Dewberries Sage  
Blackberries Horseradish  
Elderberries Asparagus  
Currants Rhubarb  
Gooseberries Barberry Seedling  
Grape Vines Althes Seedling  
Privet Spirea Mallow Marvel Seedlings  
Hydrangea P. G. Layers  
Our list quotes lowest prices

W. N. Scarff & Sons, New Carlisle, O.

**WE WILL REPRINT**  
Your Display ADVERTISEMENT  
Appearing In  
American Nurseryman  
American Nursery Trade Bulletin  
At Nominal Cost  
Advise Quantity for Price Quotation

**CLOSING TIME:**

**AMERICAN  
NURSERYMAN**

First Forms: - 23rd each month  
Last Forms: - 25th each month

If proofs are wanted, copy should be in hand previous to above dates.  
American Fruits Pub'g Co., P. O. Box 124, Rochester, N. Y.

**The American Nurseryman**

Exclusively for Nurserymen  
Chief Exponent of the Trade  
Covers Its Field Like a Tent

EVERY Advertisement in the American Nurseryman reaches every member of the American Association of Nurserymen.

It reaches, besides, thousands of others throughout the United States and Canada, as well as Nurserymen abroad.

It is the recognized logical medium for intercommunication throughout the trade. It is the only publication of the kind devoted exclusively to the American Nursery Trade. Its mailing lists number upwards of 6,600 names of Nursery concerns.

Under yearly term, advertising costs less than 58c per column-wide inch per week, for twice-a-month publication.

Covers Its Field Like a Tent  
Chief Exponent of the Trade  
Exclusively for Nurserymen

**The American Nurseryman**  
P. O. Box 124, ROCHESTER, N. Y.

**Peach Pits**

**The Howard-Hickory Co.**  
Hickory, N. C.

**PRIVET AND BERBERIS**

**SPLENDID STOCK**  
Write for Special Quotations.  
LESTER C. LOVETT

Milford Delaware

We Grow in Large Quantity  
For the Trade Especially  
**GRAPE VINES, RED and BLACK**  
Currants, Asparagus  
Roots, Rhubarb  
in 1 and 2 yr. old. Also cuttings of same.  
Write for list and price.  
L. J. RAMBO, Bridgman, Mich.

California Privet 1 and 2-yr. in grades; Asparagus 2-yr. assorted, 1-yr. Washington varieties; Rhubarb 1 and 2-yr; Peach trees, principally Elberta; Spireas, Deutzias, Evergreens and Boxwood in assortment. Also Lombardy Poplars. Prices attractive. Mail want list.

**The Westminster Nursery**  
Westminster, Md.

**GRAPE VINES**

And Cuttings. Also Currants, Asparagus, Strawberry plants.  
Send for Price List and Particulars.

**ESSIG NURSERY**  
BRIDGMAN MICHIGAN

**FOR TRADE  
ADVERTISEMENTS**

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TRADE BULLETIN**

First Forms: - 8th each month  
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American Fruits Pub'g Co., P. O. Box 124, Rochester, N. Y.

**PORLAND ROSES**

**Field-Grown—2 yr. Budded Stock**

Over 300 Varieties to Select From

Our climate and soil produce, without irrigation, a hardier bush with a finer root system on which we receive many voluntary compliments.

Don't fail to get our prices before placing your order—or send us your want list for quotations.

Give us a trial and you will become one of our many satisfied customers.

**Mountain View  
Floral Company**

341 East 72d St. So.  
Portland Oregon

**SAN PEDRO RANCH  
NURSERY**

Largest Wholesale Grower of  
ORNAMENTALS

on the Pacific Coast

Lining Out Stock our Specialty  
Compton, California

**Apple and Peach Trees  
Barberry Thunbergi**

Ornamental

**Trees and Shrubs**

Send Us Your Want and Surplus Lists.

**FRANKLIN DAVIS NURSERIES,**  
INCORPORATED  
629-631 N. Howard St. Baltimore, Md.

**BOBBINK & ATKINS**

Rutherford, N. J.

**Pot Grown VINES, CLIMB-  
ING ROSES and  
HERBACEOUS PLANTS**

Send us your list of wants for quo-tation.

When writing to advertisers just mention  
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**NOTICE**

To all American Nurserymen and Seedmen  
desiring to keep in touch with commercial  
horticulture in England and the continent  
of Europe. Your best means of doing this is  
to take in the

**HORTICULTURAL ADVERTISER**

Our circulation covers the whole trade in  
Great Britain and the cream of the European  
firms. Impartial reports of all novelties, etc.  
Paper free on receipt of \$1.50 covering cost  
of postage yearly. As the H. A. is a purely  
trade medium, applicants should, with the  
subscription, send a copy of their catalogue  
or other evidence that they belong to the  
nursery or seed trade.

Established 1882  
H. A. LTD., Lewisham, Nottingham, Eng.

# Kelway's Old English Flower Seed

## MODERNIZED TO DATE Our Specialty

SEEDS OF HARDY HYBRID HERBACEOUS PERENNIAL PLANTS,  
such as Kelway's Delphinium, Kelway's Gaillardia, Kelway's Pyrethrums, Kelway's Lupines, etc.

Also BIENNIAL AND ANNUAL FLOWER SEEDS, such as Kelway's  
Herbaceous Calceolaria, etc.

Orders from American Florists, Nurserymen and Seedsmen were in greater volume last season than we anticipated. We have made special arrangements in order to cope with a still greater volume during the coming season and we solicit enquiries and orders immediately. Seeds should be ready earlier this season.

Our celebrated DELPHINIUM seed will soon be gathered, also PYRETHRUM seed, PANSY, and other kinds. Orders should be received at once for these for present sowing.

We make the following special offer for cash with order and we will send our price-list of all kinds to members of the trade only.

DELPHINIUM Kelway's Choice New Hardy Hybrids, saved from our celebrated named varieties at Langport; separate for \$3.35 per oz.; mixed for \$2.20 per oz.; retail packets, 60 cents.

CALCEOLARIA Kelway's Perfect Model. A great specialty with us. Mixed 1/32nd oz. for \$2.75; retail packets, 60 cents.

CINERARIA Kelway's Perfect Model Grandiflora, single-flowered. The finest strain of Cinerarias in existence. Mixed 1/16th oz. for \$2.50; retail packets, 60 cents.

PANSY Kelway's Choicest. \$4.55 per oz.; retail packets, 60 cents. Let us hear at once.

**KELWAY & SON**  
**Wholesale Flower Seed Growers**  
**LANGPORT, ENGLAND**

## Pacific Coast Association Adopts Policy

MEMBERS of the Pacific Coast Association of Nurserymen held their 23d annual convention at the Seward Hotel, Portland, Ore., July 21-23, President Albert Brownell, of Portland, presiding. The program as published in the June issue of the *American Nurseryman* was presented with timely and important discussion. The attendance was the largest in years. Officers and standing committee members met at the hotel on the evening of July 20th to outline convention matters. Secretary C. A. Tonneson said:

For a number of years the problems and questions coming before the convention were principally educational; and, while this feature continues in importance, the time is opportune for more specific attention to business matters bearing on topics which Nurserymen of the Pacific Coast should consider to insure a satisfactory measure of success for constituents and their patrons in the future.

"It is very important that the credit rating of the Nursery business as such, should be improved. Supply and demand should be co-ordinated so far as it is possible to determine, within reasonable limits. It has been suggested that a new era is dawning for the Nursery vocation, and the pertinent

question is: Will Nurserymen co-operate for their mutual benefit and the welfare of their patrons in conformity to the opportunities within reach?

The desire to avail must be supplemented by the adoption of policies and methods which will serve to insure success."

The executive committee urged the consideration and adoption of plans for mutual benefit. The association readily acted upon these suggestions. Reports showed that there is available a sufficient supply of both fruit and ornamental stock and this will be co-ordinated with the prospective demand throughout the Pacific Coast so that fair prices will prevail. The policy of high standards will continue.

Further report of the convention will be made in succeeding issues.

The 1926 convention will be held in Victoria, British Columbia.

These officers were elected: President, J. J. Bonnell, Seattle, Wash. Vice-presidents: For Oregon, C. B. Lewis, Portland; for California, J. D. Mann; for Washington, Prescott Malmo, Seattle; for Utah, C. H. Smith; for Idaho, Charles T. Hawkes, Caldwell; for British Columbia, Richard Layritz, Victoria. For member of the board of trustees, Albert Brownell, Portland, Ore. The executive secretary is C. A. Tonneson, Burton, Wash.

## Obituary

### Aaron Miller

Aaron Miller, founder of the Nursery of A. Miller & Sons, in 1878, and afterwards incorporated in 1908 as Milton Nursery Company, Milton, Oregon, was born December 27th, 1829, died June 27th, 1925, being 95 years and 6 months of age. Mr. Miller was born of pioneer stock in the state of Maryland. At the age of 11 years, he, with his parents, moved to the state of Illinois, living there but a short time when they moved on to the state of Iowa. After several years stay here he and his older brother crossed the plains by ox team to California in quest of gold. After meeting with the usual run of "miner's luck" he returned to his old home in Iowa where he stayed only

a short time. A short stay in Missouri secured him a wife, both went back to Iowa. In 1864, the gold rush to California started them toward that state again, where they finally landed in Stockton. After living there and at other points in Sonoma county for five years, not meeting with much better success than in previous years, they started north to the Oregon country, landing in the Walla Walla Valley in 1872, settling near Walla Walla where they lived for about 53 years, until the time of his death.

Mr. Miller received his first impressions of the Nursery business from his father, in his youth, back in Maryland and Iowa. His father did a great deal of top-working of seedling trees and others in the orchards of those days. Not until he came to the Walla Walla Valley did he see in this an opportunity to supply a need and a means of a live-

## WANT ADVERTISEMENTS

### NURSERYMAN WANTED

Experienced in Wholesale and Retail. Hustler wanted to take charge of field work retail department in large New England establishment.

Address B-35 Care of AMERICAN NURSERYMAN, Rochester, N. Y.

### Experienced Sales Manager

WANTED to handle sales of large Canadian agency, Nursery firm. Conscientious young man with proved ability preferred. Reply, with references and approximate salary, expected.

B-36 AMERICAN NURSERYMAN

Rochester, N. Y.

### NURSERY SALESMAN WANTED

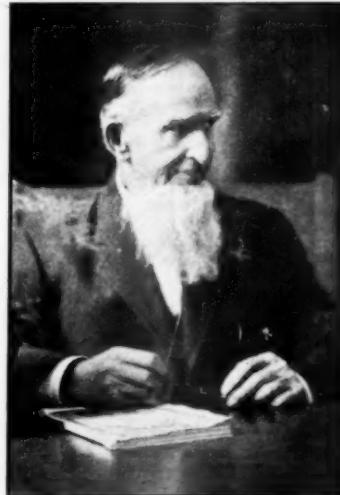
with ability and knowledge of nursery stock to sell to nursery and florist trade. Give references when writing. Permanent position to right man.

B-39 American Fruits Publishing Co., Rochester, N. Y.

### WANTED

We wish to purchase a Retail business with organized force of salesmen.

Address "Retail", care American Nurseryman, Rochester, N. Y.



AARON MILLER  
Milton, Ore., Nursery Co.

lihood. Fruit and fruit trees were scarce and high in price. He saved seed from the various kinds of fruit to which he had access, planted it, grew his own seedlings, afterwards budding or grafting the few varieties of named fruits that were accessible. This list was increased as other varieties were introduced, which was a slow and tedious process, being removed so far from the Eastern fruit growing sections, and transportation being slow and poor. After Mr. Miller had grown his trees to maturity, he whittled his labels by hand, wrote the names with a pencil and tied them to the trees with a string. He made his labels at night and during the winter. Three varieties of fruit were introduced by him, the Perfection, or Wild Horse peach, an especially hardy variety, the Early Goodwin apple and Maxon Seedling (Spokane Beauty) apple; the first a choice early sort and the last being possibly the largest apple grown.

Six children comprised his family, three of them being boys, all now grown to manhood. S. A. Miller, general manager, G. W. Miller, vice-president, and C. B. Miller, treasurer and assistant manager. Mr. Miller sought for genuineness and quality in his product and upon this principle the now growing and well-known Nursery has reached its success. Mr. Miller was president of the company for many years, actively conducting its executive meetings up to a few years ago, and being interested in all its operations.

## Cherry Trees

### Vincennes Nurseries

W. C. REED & SONS

Vincennes

Indiana

## Ornamentals

### *In Car Lots*

Largest stock of Ornamentals in the Central West.

Paved roads from Washington, D. C., Cleveland, St. Louis and Chicago direct to our Nursery.

ONARGA NURSERY CO.  
ONARGA ILLINOIS

## CHERRY TREES

Sweets on both mazzard and mahaleb stocks, one and two year.

Sours on mahaleb stocks one and two year.

Trees grown in a "cherry country" where both sours and sweets flourish.

Write for Price List.

Special Prices on Car Lots.

J. F. JONES, Lancaster, Pa.

### The Whole Subject of Nursery Trade Publicity

By a system exclusively its own, this publishing company covers the American Nursery Trade thoroughly. Advertisements intrusted to its care are published first in the "American Nurseryman," through which they reach subscribers, and then are published in the "American Nursery Trade-Bulletin" through which they reach the remainder of the trade. The rate for advertisements covers the double service, on the 1st and 15th of each month. Forms close on the 25th.

BETTER THAN ANY TRADE DIRECTORY—Mailing Lists changed daily

American Nurseryman and American Nursery Trade Bulletin  
ALL ADVERTISEMENTS ARE RUN IN BOTH PUBLICATIONS  
ABSOLUTELY COVERING THE TRADE

### FOR THOSE WHO DO NOT ALREADY KNOW

BUSINESS Announcements in this Chief Exponent of the Trade reach the Nurserymen of every State in the Union. An absolutely independent publication. Edited by the Founder and Dean of Nursery Trade Journalism in America, it continues its pronounced lead in movements which have characterized trade progress for a quarter of a century. Practically every important action on the part of Nursery organizations of the country, national, district and state, has been urged and foreshadowed in the columns of the "American Nurseryman" for months or years beforehand.

That is an unparalleled record. The proof is in print in the files of this journal, open to all.

THE AMERICAN NURSERYMAN, 39 State Street, ROCHESTER, N. Y.  
Advtg. \$2.80 Inch. CHIEF EXPONENT OF THE NURSERY TRADE Subn. \$2.00 Year  
American Nurseryman Advt. are included in American Nursery Trade Bulletin Monthly

## J. H. Skinner & Co.

Topeka, Kansas

### WE OFFER

Apple, Cherry, Peach, Pear and Plum Trees.  
Apple Seedlings. Pear Seedlings.

Forest Tree Seedlings

Spirea Van Houtte

Privet, Amoor River, North

2 to 3 ft., 4 or more canes

Also lighter grades.

Apple and Pear Grafts. Whole or Piece Roots.

## Wathena Nurseries

WATHENA, KANSAS

Offer 2-year APPLE in car lots

## FRUIT TREES

## AND SMALL FRUITS

ROBERT N. ADAIR, Prop.

## Wathena Nurseries

## K O S T E R Blue Spruce

7 to 10 ft. Specimens

PRICES REASONABLE

in quantity lots.

WM. M. MILLER CO.

Paterson, N. J.

### TRADE SENTIMENT

A letter recently received from President Robert Pyle of the Conard & Jones Company says: "Your recent issue serves to reinforce a conviction that has been growing with me that you are alive to the interests of the Nurserymen and sensitive to their needs. I want you to know that some of us appreciate the fact that we have a Trade Journal which may be counted upon to help boost the movements that are for the betterment of the Industry generally."

The D. Hill Nursery Company in a recent letter said: "I am more than ever convinced that the "American Nurseryman," being an independent Trade Journal, is a logical medium which should be dominant in the Nursery Field."

"Your publication is doing a great work. We are all with you."—John A. Young, President, Aurora, (Illinois) Nurseries.

Subscription \$2.00 per year; Three years \$5.00

AMERICAN FRUITS PUBLISHING CO.  
39 State St., ROCHESTER, N. Y.

# Money-Maker Greenhouses



Avenue Nursery, Painesville, Ohio. Three of our houses 28 feet wide, and one 40. Avenue Nursery will tell you these houses are regular little gold mines.

## How To Get a Higher Propagating Strike

**I**F YOU don't get an even strike all over your benches, then perhaps we could pass on to you some experiences of various Nurserymen all over the country, that will make every inch of your benches yield dollars for you.

Ever since Embargo 37 went on, Nurserymen have been building greenhouses as never before.

Always did pay them. But doubling and tripling now.

For over half a century we have been building greenhouses. Looks like we ought to know how they should be built. Not only built to last longest, but to yield the greatest profit for you.

Let's talk it over, you and I.

Drop a line to our nearest office, and one of our men will come to see you.

Western  
Factory  
Des Plaines,  
Ill.

**Lord & Burnham Co.**  
Builders of Greenhouses and Makers of Boilers

Irvington  
New York

Eastern Factory, Irvington, N. Y.

Philadelphia  
Chicago  
Boston

Cleveland  
Denver  
Kansas City

St. Louis  
Buffalo  
Montreal

Canadian  
Factory  
St. Catherines,  
Ont.

Toronto  
Greensboro

### LARGE ASSORTMENT

FOREST TREES  
SHADE TREES  
SHRUBS  
VINES  
EVERGREENS

**FOREST NURSERY COMPANY**  
McMinnville, Tennessee

Write for Trade List.  
Orders now being booked  
for Fall and Spring delivery.  
Send your reservation orders  
now and avoid being disappointed.

**Nursery Trade Journal Service**  
A regular bi-weekly service throughout the year is provided to the American Nursery Trade by the

**AMERICAN NURSERYMAN**  
**AMERICAN NURSERY TRADE BULLETIN**

In the Spring and Fall shipping seasons, weekly service is provided through extra editions of the Bulletin.

This is declared to be an ideal arrangement, giving weekly service when needed and meeting all needs generally.

"Too many and too often" is the criticism most heard from business men, in regard to publications.

### SPAGNUM MOSS

I have a few cars to offer in wire bales, good, dry, and clean, all new moss. Write me for prices. I can save you money in carload lots.

**O. H. Stanley, Valley Junction, Wis.**

### THIS SPACE

**\$2.50 Per Month** Under Yearly Term Contract

**58 Cents Per Week**

**Less Than Yearly: \$2.80 Per Month**

## Nurserymen!

Why not propagate varieties which are at a premium? IT COSTS NO MORE.

### "CORTLAND"

is at a premium, has been, and will be for years to come.

### Best of All McIntosh Types

Has widest range; is latest and longest keeping. As sure of stand, and strong of growth, as any variety propagated. Buds from bearing trees; perfect condition; delivered guaranteed anywhere in the United States. Other new varieties in limited supply. Cortland Buds in lots of 5,000 or more, \$10 per 1000.

All stock from New York State Agricultural Experiment Station, and recommended by it.

**WM. HOTALING, KINDERHOOK, NEW YORK**

### RHUBARB PLANTS

A million of them in all sizes and commercial grades. Ready for delivery October 15th. Let us quote you.

### KELSEY NURSERIES

ST. JOSEPH MISSOURI

### PEACH! PEACH! PEACH!

450,000 1-yr. and 350,000 June Buds.

Large assortment of varieties. Submit your want lists and get our special prices. Thirty years growing the peach.

Wholesale only.

**J. C. HALE NURSERY CO., Winchester, Tenn.**

### PEACH SEED

FOR SALE—N. C. Natural Peach Seed, screened and collected where diseases are unknown. Write us for prices.

**E. W. JONES NURSERY CO.**  
WOODLAWN, VA.

### We Will Mail

## TRADE CIRCULARS PRINTED MATTER

Addressed to

### "AMERICAN NURSERYMAN" LISTS

### Your Mailing Problem Solved

The AMERICAN NURSERYMAN mailing lists are declared to be the most accurate in existence—the result of years of compilation and hourly revision to keep them up to date. Directory lists are necessarily incomplete and out of date. They are postage-killers.

### A SUPERIOR DIRECTORY SERVICE

Send us your Trade Circulars, Price Lists, Bulletins, etc., for mailing out to our comprehensive lists of Nurserymen of U. S. and Canada, in any lots from 1,000 to 6,450, in certain states or sections if desired, at following rates:

	Per M
Lists rental	\$4.00
Addressing	3.50
Folding per fold	.75
Stamping	1.00
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	\$11.25

Matter may be sent to us folded; Government stamped envelopes may be used; thus eliminating folding and stamping costs at this end.

Exclusive, Comprehensive Lists. Time-Saving. Your Mailing Problem Solved.

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